

### **IN THE CLAIMS**

Please amend the claims as follows:

1. (Withdrawn) A method for managing access to forecast data, the method comprising the computer-implemented steps of:
  - identifying, from a plurality of customers, a set of one or more customers associated with a particular user, wherein the step of identifying includes selecting a set of one or more customer nodes associated with the user from a plurality of customer nodes in a customer data hierarchy;
  - selecting a set of one or more products from a plurality of products; and
  - allowing the particular user to access forecast data for the set of one or more products for each customer from the set of one or more customers.
2. (Canceled)
3. (Withdrawn) The method as recited in Claim 1 , wherein the forecast data is presented to the particular user based upon a set of formatting attributes associated with the set of one or more customer nodes.
4. (Withdrawn) The method as recited in Claim 1, wherein the step of selecting the set of one or more customer nodes from the plurality of customer nodes in the customer data hierarchy includes traversing the customer data hierarchy to a first forecasting depth.
5. (Withdrawn) The method as recited in Claim 4, wherein the step of traversing the customer data hierarchy to the first forecasting depth is performed starting from a particular node associated with the user.

6. (Withdrawn) The method as recited in Claim 1, wherein the step of selecting the set of one or more products from the plurality of products includes selecting a set of one or more product data items from a plurality of product data items in a product data hierarchy.
7. (Withdrawn) The method as recited in Claim 6, wherein the set of one or more product data items are selected from the plurality of product data items based upon a secondary forecasting depth.
8. (Withdrawn) The method as recited in Claim 1, wherein the step of the particular user accessing forecast data includes the particular user specifying forecast data.
9. (Withdrawn) The method as recited in Claim 8, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit volume.
10. (Withdrawn) The method as recited in Claim 8, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit price.
11. (Withdrawn) The method as recited in Claim 8, wherein the step of the particular user specifying forecast data includes the particular user specifying a total currency amount.
12. (Withdrawn) The method as recited in Claim 1, wherein forecast data specified by the particular user is maintained if the forecast data is later changed.
13. (Withdrawn) A computer-readable medium for managing access to forecast data, the computer-readable medium carrying one or more sequences of one or more instructions which, when processed by one or more processors, cause the one or more processors to perform the steps of:

identifying, from a plurality of customers, a set of one or more customers associated with a particular user, wherein the step of identifying includes selecting a set of one or more customer nodes associated with the user from a plurality of customer nodes in a customer data hierarchy;  
selecting a set of one or more products from a plurality of products; and  
allowing the particular user to access forecast data for the set of one or more products for each customer from the set of one or more customers.

14. (Canceled)

15. (Withdrawn) The computer-readable medium as recited in Claim 13, wherein the forecast data is presented to the particular user based upon a set of formatting attributes associated with the set of one or more customer nodes.

16. (Withdrawn) The computer-readable medium as recited in Claim 13, wherein the step of selecting the set of one or more customer nodes from the plurality of customer nodes in the customer data hierarchy includes traversing the customer data hierarchy to a first forecasting depth.

17. (Withdrawn) The computer-readable medium as recited in Claim 16, wherein the step of traversing the customer data hierarchy to the first forecasting depth is performed starting from a particular node associated with the user.

18. (Withdrawn) The computer-readable medium as recited in Claim 13, wherein the step of selecting the set of one or more products from the plurality of products includes selecting a set of one or more product data items from a plurality of product data items in a product data hierarchy.

19. (Withdrawn) The computer-readable medium as recited in Claim 18, wherein the set of one or more product data items are selected from the plurality of product data items based upon a secondary forecasting depth.

20. (Withdrawn) The computer-readable medium as recited in Claim 13, wherein the step of the particular user accessing forecast data includes the particular user specifying forecast data.

21. (Withdrawn) The computer-readable medium as recited in Claim 20, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit volume.

22. (Withdrawn) The computer-readable medium as recited in Claim 20, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit price.

23. (Withdrawn) The computer-readable medium as recited in Claim 20, wherein the step of the particular user specifying forecast data includes the particular user specifying a total currency amount.

24. (Withdrawn) The computer-readable medium as recited in Claim 13, wherein forecast data specified by the particular user is maintained if the forecast data is later changed.

25. - 45. (Canceled)

46. (Withdrawn) The apparatus as recited in Claim 45, wherein the processor is further configured to control access to forecast data by:

using the customer hierarchy to identify, from a plurality of customers, a set of one or more customer associated with a particular user;

using the products hierarchy data to select a set of one or more products from a plurality of products; and

allowing the particular user to access forecast data for the set of one or more products for each customer from the set of one or more customers.

47. (Canceled)

48. (Withdrawn) A computer-readable medium for managing access to forecast data, the computer-readable medium carrying:

customer data hierarchy data;

products data hierarchy data; and

one or more sequences of one or more instructions which, when processed by one or more processors, cause the one or more processors to perform the steps of:

identify a set of one or more customers associated with a particular user from a plurality of customers defined by the customer data hierarchy data,

select a set of products from a plurality of products defined by the products data hierarchy data, and

allow a user to access forecast data for the set of one or more products for each customer from the set of one or more customers.

49. (Canceled)

50. (Withdrawn) The method as recited in Claim 49, wherein the first data hierarchy is a hierarchy of customers and wherein the first data hierarchy is organized by a characteristic of the customer.

51. (Withdrawn) The method as recited in Claim 50, wherein the characteristic is one or more characteristics selected from geographic region, type of business, market share and relationship with a sales organization.

52. - 61. (Canceled)

62. (Currently Amended) A method for managing access to forecast data, the method comprising the computer-implemented steps of:

identifying a user, wherein the user has a position in an organization;

identifying a first node in a product data hierarchy, wherein the first node is ~~associated~~ with a user assigned to the user based on the position in the organization, and wherein the

product data hierarchy comprises a product root node that corresponds with a broadest product grouping and one or more child nodes that correspond with divisions of the broadest product grouping;

traversing the product data hierarchy from the first node by a first forecasting depth,  
wherein the first forecasting depth is assigned to the user based on the organization;

identifying a first group of one or more nodes at the first forecasting depth from the first node;

identifying a second node in a customer data hierarchy, wherein the second node is ~~associated with a user~~ assigned to the user based on the position in the organization, and wherein the customer data hierarchy comprises a customer root node that corresponds with a broadest customer grouping and one or more child nodes that correspond with divisions of the broadest customer grouping;

traversing the customer data hierarchy from the second node by a second forecasting depth, wherein the second forecasting depth is assigned to the user based on the organization;

identifying a second group of one or more nodes at the second forecasting depth from the second node; and

presenting forecast data as a function of the first group of one or more nodes and the second group of one or more nodes.

63. (Previously Presented) The method as recited in Claim 62, further comprising revising the presented forecast data.

64. (Previously Presented) The method as recited in Claim 63, wherein revising the presented forecast data includes specifying a unit volume.

65. (Previously Presented) The method as recited in Claim 63, wherein revising the presented forecast data includes specifying a unit price.

66. (Previously Presented) The method as recited in Claim 63, wherein revising the presented forecast data includes specifying a total currency amount.

67. (Currently Amended) A computer-readable medium for managing access to forecast data, the computer-readable medium carrying one or more sequences of one or more instructions which, when processed by one or more processors, cause the one or more processors to perform the steps of:

identifying a user, wherein the user has a position in an organization;

identifying a first node in a product data hierarchy, wherein the first node is associated with a user assigned to the user based on the position in the organization, and wherein the product data hierarchy comprises a product root node that corresponds with a broadest product grouping and one or more child nodes that correspond with divisions of the broadest product grouping;

traversing the product data hierarchy from the first node by a first forecasting depth, wherein the first forecasting depth is assigned to the user based on the organization;

identifying a first group of one or more nodes at the first forecasting depth from the first node;

identifying a second node in a customer data hierarchy, wherein the second node is associated with a user assigned to the user based on the position in the organization, and wherein the customer data hierarchy comprises a customer root node that corresponds with a broadest customer grouping and one or more child nodes that correspond with divisions of the broadest customer grouping;

traversing the customer data hierarchy from the second node by a second forecasting depth, wherein the second forecasting depth is assigned to the user based on the organization;

identifying a second group of one or more nodes at the second forecasting depth from the second node; and

presenting forecast data as a function of the first group of one or more nodes and the second group of one or more nodes.

68. (Previously Presented) The computer-readable medium as recited in Claim 67, further comprising instructions which, when processed by one or more processors, cause the one or more processors to perform the step of revising the presented forecast data.

69. (Previously Presented) The computer-readable medium as recited in Claim 68, wherein revising the presented forecast data includes specifying a unit volume.

70. (Previously Presented) The computer-readable medium as recited in Claim 68, wherein revising the presented forecast data includes specifying a unit price.

71. (Previously Presented) The computer-readable medium as recited in Claim 68, wherein revising the presented forecast data includes specifying a total currency amount.

72. (Currently Amended) An apparatus for managing forecast data comprising:  
a storage device containing a product data hierarchy and a customer data hierarchy,  
wherein product data hierarchy comprises a product root node that corresponds with a broadest product grouping and one or more child nodes that correspond with divisions of the broadest product grouping, and wherein the customer data hierarchy comprises a customer root node that corresponds with a broadest customer grouping and one or more child nodes that correspond with divisions of the broadest customer grouping; and  
a processor communicatively coupled to the storage device and configured to:  
    identify a user, wherein the user has a position in an organization;  
    identify a first node in the product data hierarchy, wherein the first node is  
    ~~associated with a user~~ assigned to the user based on the position in the organization;  
    traverse the product data hierarchy from the first node by a first forecasting depth,  
    wherein the first forecasting depth is assigned to the user based on the organization;  
    identify a first group of one or more nodes at the first forecasting depth from the  
    first node;  
    identify a second node in the customer data hierarchy, wherein the second node is  
    ~~associated with a user~~ assigned to the user based on the position in the organization;  
    traverse the customer data hierarchy from the second node by a second  
    forecasting depth, wherein the second forecasting depth is assigned to the user based on  
    the organization;



identify a second group of one or more nodes at the second forecasting depth from the second node; and

present forecast data to the user as a function of the first group of one or more nodes and the second group of one or more nodes.